Comparisons of Actuals vs Budget -- Fourth Quarter 1990

1990	Fourth Quarter				Year-to-Date			
	Actual	Budget	Variance	Percentage	Actual	Budget	Variance	Percentage
Income Statement								
Revenue								
Paying Users	3937	3653	284	107.77%				
Active Users	2210	1279	931	172.85%				
Average Active Hours/User	5.61	4.5	1.11	124.67%				
Packet Users	1028	658	370	156.34%				
Packet hour usage	3554.00	2137.08	1416.92	166.30%				
Leased line usage		1826.56	-1826.56					
Monthly fees	92,824	86,059	6,765	107.86%	318,653	317,043	1,610	100.51%
Hourly fees	71,408	50,828	20,579	140.49%	265,355	187,254	78,101	141.71%
Packet fees	48,096	31,465	16,631	152.85%	164,156	115,919	48,237	141.61%
Leased line fees		2,689	(2,689)		6,898	9,833	(2,936)	70.15%
Disk storage	1,471	1,076	395	136.71%	9,985	3,963	6,022	251.94%
Other Revenue (Registrations Fees)	2,117	940	1,177	225.13%	3,814		3,814	
Discounts					4,314	3,464	850	124.53%
Total Revenue	215,915	173,058	42,857	124.76%	764,545	637,476	127,069	119.93%

Comparisons of Actuals vs Budget -- Fourth Quarter 1990

1990	Fourth Quarter Actual	Fourth Quarter Budget	Fourth Quarter Variance	Fourth Quarter Percentage	Year-to-Date Actual	Year-to-Date Budget	Year-to-Date Variance	Year-to-Date Percentage
Expenses								
Personnel								
Director	14,783	12,127	2,656	121.90%	54,480	48,317	6,163	112.76%
System Admin	8,786	9,450	(664)	92.97%	34,272	36,250	(1,978)	94.54%
Engineer	10,666		10,666		19,619		19,619	
Customer Support Nancy Johnhogue	13,708	8,820	4,888	155.42%	44,083	34,580	9,503	127.48%
Marketing Director	9,950	9,450	500	105.29%	38,150	37,650	500	101.33%
Accounts Manager	9,650	8,820	830	109.41%	36,171	34,020	2,151	106.32%
Admin. Asst. +Receivables	6,689	4,800	1,889	139.35%	20,689	15,600	5,089	132.62%
Bookkeeper	1,600	1,500	100	106.67%	5,668	5,400	268	104.95%
Payroll Taxes	5,999	5,832	167	102.86%	20,420	22,474	(2,054)	90.86%
Benefits	3,832	2,597	1,235	147.56%	13,467	10,388	3,079	129.64%
	85,663	63,397	22,267	135.12%	287,018	244,679	42,339	117.30%
Computer Operations								
Computer Space Rent	1,350	1,350		100.00%	3,250	4,600	(1,350)	70.65%
Electricity	896	960	(63)	93.39%	4,020	3,533	487	113.77%
Hardware	1,612	150	1,462	1074.83%	1,639	1,550	89	105.72%
Software	1,050	150	900	699.68%	1,274	600	674	212.27%
Modems		1,500	(1,500)		1,555	3,800	(2,245)	40.92%
Maintenance & Repair	3,966	3,600	366	110.17%	14,680	13,800	880	106.38%
Packet Services	39,691	31,465	8,226	126.14%	134,820	115,919	18,901	116.31%
Phone Services	5,866	4,255	1,612	137.89%	22,595	15,667	6,927	144.21%
Contract Programming	999	1,500	(501)	66.59%	7,064	8,000	(936)	88.30%
	55,431	44,929	10,501	123.37%	190,896	167,470	23,426	113.99%
Sales/Marketing								
Travel & entertainment	173	360	(187)	48.18%	1,298	1,140	158	113.86%
Promotional materials	2,593	978	1,615	265.12%	7,282	9,652	(2,370)	75.45%
Advertising	90		90		1,915	1,250	665	153.20%
Network subscriptions	79	225	(146)	34.99%	757	970	(213)	78.01%
Telephone		300	(300)			900	(900)	
Complimentary WELL time		312	(312)		861	1,216	(355)	70.82%
	2,935	2,175	760	134.95%	12,113	15,128	(3,015)	80.07%

Comparisons of Actuals vs Budget -- Fourth Quarter 1990

1990	Fourth Quarter				Year-to-Date			
	Actual	Budget	Variance	Percentage	Actual	Budget	Variance	Percentage
Office								
Office Rent	5,130	4,620	510	111.04%	16,440	17,880	(1,440)	91.95%
Utilities	754	339	415	222.29%	1,868	1,311	558	142.56%
Postage	1,187	710	477	167.12%	3,081	2,638	443	116.80%
Computer Hardware	575	90	485	638.46%	3,327	360	2,967	924.29%
Computer Software	598		598		1,196	400	796	298.93%
Phones	1,822	724	1,098	251.55%	3,909	2,667	1,242	146.55%
Office Supplies	2,701	1,087	1,614	248.58%	6,914	4,001	2,913	172.80%
Temp Labor	109	543	(434)	20.03%	633	2,001	(1,367)	31.65%
Repairs & Maintenance	2,277	181	2,096	1257.20%	3,206	667	2,539	480.80%
Communications	22	72	(50)	30.37%	94	267	(173)	35.24%
	15,174	8,367	6,807	181.35%	40,668	32,191	8,477	126.34%
Customer Support								
Support Materials	3,291	2,535	756	129.82%	16,477	9,336	7,141	176.49%
Postage	971	435	536	223.42%	3,354	1,600	1,754	209.57%
Labor		120	(120)		20	480	(460)	4.17%
Complimentary WELL Time		533	(533)		4,021	1,978	2,043	203.25%
Training		150	(150)			500	(500)	
	4,262	3,772	490	112.98%	23,872	13,894	9,977	171.81%
General & Administrative								
Insurance	503	975	(472)	51.57%	1,734	3,475	(1,741)	49.91%
Depreciation	6,697	7,890	(1,193)	84.88%	22,750	29,629	(6,879)	76.78%
Bad Debts	169	5,192	(5,023)	3.26%	9,802	19,124	(9,322)	51.26%
Outside Professional Services		1,000	(1,000)		2,788	3,000	(213)	92.92%
Bank Fees	5,147	3,513	1,634	146.52%	15,867	12,941	2,926	122.61%
Miscellaneous	98	181	(84)	53.89%	4,583	667	3,916	687.23%
Non-taxable Donations		75	(75)		150	300	(150)	50.00%
Board-related Expenses	742	800	(58)	92.74%	2,948	3,200	(252)	92.12%
	13,356	19,626	(6,270)	68.05%	60,622	72,336	(11,714)	83.81%
Total Expenses	176,821	142,266	34,555	124.29%	615,190	545,698	69,492	112.73%

Comparisons of Actuals vs Budget -- Fourth Quarter 1990

1990	Fourth Quarter Actual	Fourth Quarter Budget	Fourth Quarter Variance	Fourth Quarter Percentage	Year-to-Date Actual	Year-to-Date Budget	Year-to-Date Variance	Year-to-Date Percentage
Earnings Before Interest & Taxes	39,094	30,791	8,303	126.96%	149,991	91,778	58,213	163.43%
Interest Income (Expense)								
Interest rec'd from cash in bank	400	543	(143)	73.64%	474	1,338	(864)	35.41%
Sequent loan interest paid	(699)	(467)	(231)	149.47%	(3,153)	(1,958)	(1,195)	161.05%
	(299)	76	(374)	-394.35%	(2,679)	(620)	(2,059)	432.09%
Earnings Before Taxes	38,795	30,716	8,080	126.31%	147,312	92,398	54,914	159.43%
Corporate taxes	10,475		10,475		39,774		39,774	
Earnings	28,321	30,716	(2,395)	92.20%	107,538	92,398	15,140	116.39%
Dividends								
Net Earnings	28,321	30,716	(2,395)	92.20%	107,538	92,398	15,140	116.39%
Capital Budget								
Sequent expansion	2,413		2,413		24,206	24,700	(494)	98.00%
Modems					2,839	6,000	(3,161)	47.32%
Office equipment	169		169		6,428	7,000	(572)	91.83%
Other					(5,877)	7,500	(13,377)	-78.36%
	2,751		2,751		27,765	45,200	(17,435)	61.43%

Comparisons of Actuals vs Budget -- Fourth Quarter 1990

1990	Fourth Quarter				Year-to-Date			
	Actual	Budget	Variance	Percentage	Actual	Budget	Variance	Percentage
BALANCE SHEET								
Short Term Assets								
Cash in bank	12,357	30,194	(17,836)	40.93%				
Accounts receivable	70,782	33,335	37,447	212.33%				
Credit card vouchers	68,754	38,891	29,863	176.79%				
Other	11,166		11,166					
	163,059	102,420	60,639	159.21%				
Long Term Assets								
P & E	166,081	179,113	(13,032)	92.72%				
Accumulated depreciation	(39,979)	(61,320)	21,341	65.20%				
	126,102	117,793	8,309	107.05%				
	289,161	220,213	68,948	131.31%				
Short Term Liabilities								
Prepaid usage	9,386	546	8,840	1719.25%				
Accounts payable	16,377	22,607	(6,230)	72.44%				
Sequent loan (current period)	7,500	2,248	5,252	333.66%				
NETI loan (current period)	30,000	7,500	22,500	400.00%				
Payroll taxes payable	830	1,892	(1,062)	43.89%				
Corporate taxes payable	36,535		36,535					
	100,629	34,793	65,836	289.22%				
Long Term Liabilities								
NETI advance	32,500	62,500	(30,000)	52.00%				
Sequent loan	11,362	14,383	(3,021)	78.99%				
	43,862	76,883	(33,021)	57.05%				
Stockholders Equity								
Common Stockholders	27,990	(43,533)	71,523	-64.30%				
Retained earnings	(277)	90,387	(90,664)	-0.31%				
Current Period Earnings	116,958	61,683	55,275	189.61%				
	144,671	108,537	36,134	133.29%				